shipping NAGEMENT

FEBRUARY 1957

COMBINED WITH



FEB 18 1857 THE "HOW-TO" PUBLICATION OF PACKAGING, TRAFFIC AND SHIPPING

The Air Shipper



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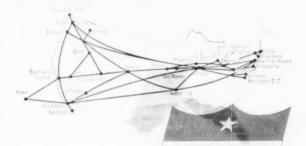
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DENVER to OMAHA						8			\$6.42
SEATTLE to LOS ANGELES					*				\$9.80
PHILADELPHIA to PORTLAND							9		\$24.15
SAN FRANCISCO to BOSTON .		v		u					\$27.00

*These are the rates for many commodities. They are often lower for larger shipments. Rates shown are for information only, are subject to change, and do not include the 3% federal tax on domestic shipments.



Door-to-door service



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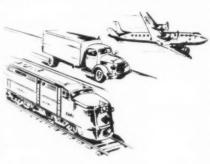
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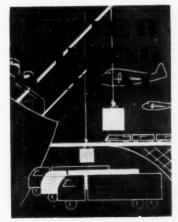
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This ad for bosses only!

If you just work in the Shipping
Department, please turn this page . . .
Then tear it out and send it to the boss.

Dear Mr. Boss:

There is a fine horse-and-buggy situation in your Shipping Dep't., and it's costing you plenty. That is, unless you use a certain mailing machine!

You see a Shipping Department has to have high type personnel—the courteous, intelligent, accurate, neat, efficient operator who gets the work out, and wants every package to be a credit to the Company.

Know what you pay such a worker nowadays? Ouch—more than you got when you were Branch Manager!

YET you make him waste his time sticking bits of paper together—kindergarten, pattycake stuff! We mean picking adhesive stamps out of a stamp box, moistening and sticking them to parcel post packages.

When he could do the job with a postage meter in one third the time, or less!

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Modern metered mailing saves time, saves money—and postage!

meter. Easy-to-read registers show postage on hand, postage used.

Every meter stamp is dated, tells when the package was mailed. The meter also stamps and seals letters!

Metered parcel post is already postmarked, doesn't need cancelling in the postoffice, and so can often make earlier trains or planes.

A meter soon pays for itself, in the small shipping room as well as the large. It helps your Shipping Department do a better job and actually saves postage! Call the nearest Pitney-Bowes office, and arrange for a demonstration in your office—without any obligation. Or send the coupon for free illustrated booklet.

P. S.—If you now have a postage meter—excuse it, please. We can't ask this magazine to omit this ad in copies that go to meter users.

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...for the women of our time...

This is Dr. George N. Papanicolaou, the physician who many feel has done the most for the women of our time. His development of the uterine cancer cell examination has made it possible to diagnose cancer of the uterus, or womb, in very early stages.

Cancer in this site strikes about 33,000 women a year and claims the lives of almost half of them. The tragic fact is that many of these lives are lost needlessly, for cancer of the uterus is highly curable. If every woman had her doctor perform this simple, painless procedure once a year, thousands of those who have cancer of the uterus could be saved.

Don't gamble with your life! See your physician about the uterine cancer cell examination soon.

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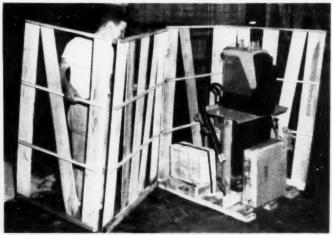
PACKING



FROM WIREBOUND



Corn Shellers Get Shell. Now, a Wirebound pack provides a protective export shell for two corn shellers. By bolting one to the top and the other to the bottom of the Wirebound, interior packing is eliminated and packing time reduced from 1½ hours to 48 minutes. Gross shipping weight is cut from 353 pounds to 319 pounds; packing cost reduced by 41%.



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Accounting Machine Gets Money Saving Protection. An intricate and delicate accounting machine mounted on rubber shock mounts and dust-protected with plastic bag wrappers is solidly enclosed by a Wirebound Box for maximum protection in domestic or export shipment. All four models of this machine pack with equal safety in this one container thus saving time, labor and over-all shipping cost.



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WIREBOUND BOX MANUFACTURERS ASSOCIATION

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THERE'S ALWAYS SOMETHING NEW IN WIREBOUNDS

PACKING A PUNCH

MID-WEST SHIPPERS were told last month that recipients of railroad freight in their area are still holding cars beyond the free time granted by the roads, and that the situation is "steadily growing worse."

In a speech before the annual meeting of the Midwest Shippers Advisory Board in Chicago, Leroy J. Hackl, chairman of the Board's Car Efficiency Committee, stated that detertion of freight cars in Illinois and surrounding states embraced by the Board reached an all-time high in November, soaring to 30.5 percent against the national figure totaling 21.24 percent on cars detained overtime.

Emphasizing that the Board's forecast of car loading for the first quarter indicates an increase of approximately 29,000 cars over the same period in 1956, including a 20 percent rise in the movement of grain, the traffic official posed the question: "How do we expect the railroads to move this new business if we hold cars?"

In stressing the importance of helping to improve freight car utilization and reduction in car shortages, Hackl proposed "10 ways" whereby shippers and receivers could help. These included loading and unloading of cars promptly, notification to railroads when loaded or empty cars are ready for movement, furnishing of shipping instructions to railroads

PHOTO OF THE MONTH

(Continued on Page 35)

Development of the Hoboken—Port Authority Piers is part of a continuous improvement program in the Port of New York, on which hundreds of millions of dollars have been spent over the years.

Begun about three years ago, the New Pier A, Rehabilitated Pier B, and New Pier C, in Hoboken on the Hudson River about 9 miles from the Narrows on the New Jersey shore just south of Castle Point, cost around \$18,000,000 to complete.

Under a 15-year lease the new and improved piers are occupied as the main operating base of American Export Lines at a rental of \$1.470,000 a year. The new terminal consists of two new cargo piers, a rehabilitated combination cargo-passenger pier, and a modernized headhouse and upland area.

In 1957, when the entire facility is in full operation, the new terminal will begin to handle about 800,000 long tons annually. In 1953, the facility handled only 182,207 long tons of cargo. By 1955, this had climbed to 258,841 long tons. From January 1 through October 31, 1956, the facility had already handled 264,207 long tons.

FEBRUARY, 1957

shipping MANAGEMENT

Vol. 22-No. 2

COMBINED WITH

PAYLOAD & The Air Shipper

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Published 10th of each month by SHIPPING MANAGEMENT, Inc., 425 Fourth Ave., New York 16. N. Y. Phone MUrray Hill 3-6280-1.

HARRY HEARST, Western Manager 549 W. Randolph St., Chicago, Ill. CE. 6-5164.

Pacific Office: J. O. Hodges, 479 S. Holt Ave., Los Angeles 48, Calif. Night Phone: BRadshaw 2-3935.

Southern Office: Hal Moore, 279 North East 79th Street, Miami 38, Fla. Day Phone: 82-3624; Night Phone: PLaza 8-5516.

Subscription price \$5.00 per year in United States, its possessions and Canada. All other countries, \$6.00 per year. Published in U.S.A.

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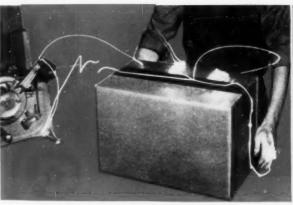
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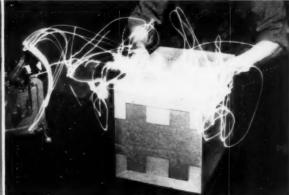
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Photos courtesy of McLaurin-Angier Company

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Cartons sealed with 2-strips of reinforced tape, top and bottom seams.

- **At least 30% stronger than usual 6-strip 60-lb. tape seal. Indicated by extensive tests. Result: Fewer damage claims.
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OLD 6-STRIP WAY

Usual 6-strip seal with 60-lb. gummed tape.

- **Tape costs** equivalent to reinforced tape because three times as much tape is used.
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- Slower tape application. A hazard during vital rush periods.

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Big Labor Savings — Greater Security — No Extra Cost!

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New machine designed to handle all shipment tapes—reinforced or paper. Moistening adjustable to completely reactivate heavier glue on reinforced or lighter glue on 60-lb. tape. Heavy duty shear and cutting mechanism. Estimate the savings on your cartons!

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Port Facility Improvements Must Consider Role of Rails and Trucks

Theme of International Cargo Handling Coordination Assoc. Symposium Is "Increasing Port Efficiency"

ANY PLAN for improving port facilities and the loading and unloading of ships must consider the role of the railroads and trucking lines. This was the dominant theme of the New York Symposium on "Increasing Port Efficiency." which was held on November 28, 29 and 30 by the United States Committee of the International Cargo Handling Coordination Association.

Executives of steamship companies, over-theroad and rail carriers, insurance companies, the armed forces and government agencies spoke at the three-day conference which took place at Pace Institute. The presentation of each paper was followed by a panel discussion. Rear Admiral G. Gordon McLintock, president of the U. S. National Committee, opened the symposium.

Need For Modern Facilities

Replacement of obsolete piers with modern facilities was called for by Roger H. Gilman, director of Port Development, Port of New York Authority. He said that a modernization program must provide for the following steps: Greater floor-load capacity and greater clear-ceiling heights to sustain the extra weight resulting from the high stacking of cargo by fork-lift truck; increasing the width of piers from the old width of 80-100 feet to as much as 350 feet; widening pier aprons to 25 feet and more where railroad tracks are installed; provision of up to 90,000 square feet of shedded space per ship berth to accommodate in-transit cargo and up to 40 truckloading spots per ship berth; and building of rail tracks inside the piers or on the apron.

Gilman also stressed the importance of high-

ways serving the port area, and he urged cooperative use by the railroads of floating equipment and waterfront facilities for handling cargo.

Waterfront Terminals

Telling of pier improvements being made by the Department of Marine and Aviation of the City of New York, Commissioner Vincent A. G. O'Connor said that most of the \$32 million budget of his department for 1957 will be spent for new waterfront terminal construction. He pointed out that the city is now constructing new railroad facilities in Manhattan for Acme Fast Freight, Inc., Pennsylvania Railroad, Delaware, Lackawanna and Western Railroads, the Baltimore & Ohio Railroad, Erie Railroad, and Lehigh Valley Railroad.

"The whole concept of the new railroad pier facilities is radically different from that which motivated the old piers which these new terminals will replace," O'Connor said. "Whereas the older piers were long, narrow, finger piers, extending out to the pierhead lines, the new facilities will border the bulkhead. They will run along the bulkhead extending out from it into the river. To these facilities on the water side will come railroad carfloats. The land side will consist of numerous truck bays. On some of the facilities any finger extensions to be built will provide for unobstructed truck access and egress, also for truck loading and unloading bays at tailboard heights."

O'Connor also reported on plans for the new Holland-American terminal which will have an over-the-water truck court and a separate cargohandling area. Separate truck entrances and exits will be provided.

A shipping-trucking information center and an appointment system for the loading and unloading of cargo were advocated by Lawrence F. Carroll, president of Red Circle Freight Lines. He said that the motor truck "delivers 60 percent of commerce to the piers." Complaining that trucks now have to wait "indefinitely" at the piers, Carroll said that night operations would relieve this congestion. He also called for the handling of LTL shipments separately from full truck loads. Carroll added that an information center could route trucks to and from the piers and help relieve the traffic congestion.

Criticisms Leveled

Joseph Adelizzi, president of the Empire State Trucking Association and one of Carroll's panelists, attributed inefficiency on the piers to the following factors: "Inadequacy and obsolescense" of the piers; failure of steamship operators to provide decent materials-handling equipment, and failure of the shipping public to arrange truck transportation well in advance.

The need for a belt rail line serving the piers was stressed by Paul K. Partee, general manager of the Baltimore & Ohio Railroad. He also urged application of the "sea train" principle whereby fully-loaded rail cars are lifted by overhead cranes from pier tracks right onto ships. Concurring with Partee on the belt line proposal, P. J. Ross, president of Bush Terminal, suggested the building of a line on the Jersey coast and the establishment there of a cargo consolidation area.

Pilferage Prevention

Pilferage prevention is an important way to increase port efficiency, declared Jeremiah J. Sullivan, general manager of the Security Bureau, Inc. He discussed ways whereby shippers could prevent theft and pilferage. Most important, he said, is proper packaging in strong containers which are weatherproof and waterproof with sufficient interior cushioning. Shippers should use steel strapping, sealing tapes, pilferproof clips on wooden containers and metal cargo containers. Reusable containers should be avoided in ocean-going shipments. Shippers should also refrain from advertising the contents on containers because that is an open invitation to theft, Sullivan pointed out.

The builders of piers should look ahead between 30 and 50 years because piers have to last that long today, George Chernowitz, a director of American Power Jet Company, said. Discussing scientific advances which can be or will be incorporated to improve cargo--handling, he said that closed circuit TV could be utilized

to let the supervisor know where the cargo is and to evaluate performance. Chernowitz said that atomic energy would be used to power the giant ship of the future. He added that the (Continued on Page 44)

Whole Blood Shipped Long Distances In New Container

LONG-DISTANCE SHIPPING of whole blood is now possible due to the development of a new corrugated container which maintains the necessary temperature, protects the blood against moisture and limits heat transfer.

The new carton, which was tested for six months at the Blood Bank Foundation in Nashville, Tenn., eliminates the expense of storing or returning the standard blood-shipping container. Moreover, the number of hours that a shipment can be safely in transit has been increased by 25 percent.

Formerly, Blood Bank Foundation blood had to travel from bank to bank within 24 hours. With the new container, lined on the inside and outside with aluminum foil, temperatures of between 2 and 10 degrees Centigrade can be maintained for 30 hours. Whether blood is shipped by air express or ground conveyance, this greatly increases the range of service of the Nashville bank.



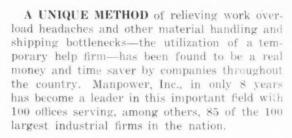
While volume has been cut in half, the change from the old container (left) to the new one (right) has lengthened the time for safe transit from 24 to 30 hours before the blood needs re-icing.

Similar to the standard corrugated box, the cartons utilize an inner and outer wall of .00035 in. aluminum foil. Because of the moisture barrier, the Foundation is not limited to use of synthetic refrigerants. Water collecting from melted ice does not cause deterioration of the carton. Appearance of the package is greatly enhanced by the foil exterior which limits heat transfer.

The box also has advantages from the shippers' viewpoint. It weighs three pounds less than conventional boxes when both are packed with four pints of blood and iced for shipment. This represents a substantial saving in express charges. The box also is easier to handle because insulation requirements were cut from a two-inch sidewall thickness to one inch. Styrofoam, a light weight insulator, is used for the inner box.

For Those Peak Shipping Periods! A New Kind Of Temporary Help

Shipping Dep'ts Are Often Caught Short Of Needed Help During Rushes. Here's A Unique Answer To A Perennial Problem.



Established in Milwaukee in 1948, strictly as a midwest operation, the service has grown like Topsy. Only this last year the temporary help concept became so popular that at the urging of customers with foreign offices, branches were opened in London, Paris, Havana, and Johannesburg, South Africa.

Managers of shipping departments have found that application of the temporary help system cuts down on personnel costs and keeps regular employees happy since they are not overloaded with work at peak periods. Temporary employees are screened, insured, and bonded In that salaries and required taxes and insurance are paid by Manpower, the customer is saved all red tape and paper work. Furthermore, when the need for temporary services no longer exists, the user does not have to worry about unemployment compensation. This means the customer's tax rate is lowered.

Valuable Time Saved

About five years ago a large steel warehousing firm adopted the suggestion of keying its staff to minimum operations and calling on Manpower during peaks and overloads. Besides saving money, the use of the service saved the firm valuable time in that it had extra help on a specific job in a matter of minutes, eliminating



Manpower employees, about to be sent out on an unloading job, line up at the window to receive their assignment slips.

time normally devoted to advertising for help and interviewing applicants. The firm also had the assurance that the employees assigned to perform specific jobs were experienced and versatile.

Recently a large wholesale drug house, when faced with the task of remodeling its warehouse, called for temporary help to move merchandise. When that job was completed, the men assisted in stripping, and when all merchandise was back in place, they swept the floors.

Many firms have seasonal peaks of activity similar to those of the Ambrosia Chocolate Company of Milwaukee, whose warehouse manager, A. J. Melotik, relates:

"Our heaviest season is from August to December. We've found the service invaluable for supplying us with the extra staff we need during this period. Thus, our year-round staff is kept at an economical minimum. We intend to go on using this system each year as it has proved so satisfactory."

Differing Work Patterns

Another business might have a quite different pattern of shipping work; for example, twice-aweek unloading of boxcars where full time personnel was not needed. Here again, use of the system would effect great savings.

The warehouse manager of the Standard Units Parts Corporation in Chicago credits Manpower with saving the day for him, as well as an estimated \$6,000 annually. When he lost three members of his permanent staff and they were not replaced he was in a jam. He had to call men from other departments to help the regulars unload carloads of supplies. In many cases, the men were higher salaried workers, forced to neglect

(Continued on Page 44)

Minimizing Air Space Maximizes Shipping Protection

PACKING WITH THE BAREST minimum of air space in each carton and truckload, shipping regularly via the same two truck lines, and employee education in safe handling methods have brought about a low damage and loss claim record for the Metropolitan New York and New Jersey district distribution center of Sylvania Electric Products, Inc.

Situated on Route 46 at Teterboro, N.J., this two-year-old 110,000 square foot distribution center ships each week an average of 30,000 to 35,000 cases of highly fragile television tubes, radio renewal and equipment tubes, photoflash bulbs, fluorescent and incandescent lamps, start-

ers, tungsten, chemical and electronic products. All of these products are sent to equipment manufacturers and distributors in northern New Jersey, New York City, Long Island and as far as Bridgeport, Conn. The warehouse also handles all of the export shipments to foreign countries, 99.9 percent of which go by ship from metropolitan area piers.

Warehouse Manager John W. Roper said that all of the products handled at Teterboro are manufactured by other Sylvania plants throughout the country. They are packed originally at these plants and shipped in by rail and truck as ordered. Then begins a process of testing, branding, repacking and storage in anticipation of final shipment. Photoflash bulbs and lighting products are the only items that are received at and shipped out of Teterboro in their original cartons.

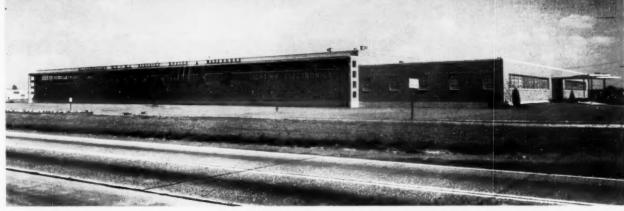
"We have had a very low loss and damage record mainly because of the superb work of our packing engineers," Mr. Roper said. The latest packaging designs have been adopted after exhaustive tests. "The most important principle in our shipping operation," he said, "is to allow the least amount of air between the item and the carton so as to prevent heavy jolting and bumping in transit," This rule has been carried out not only in packaging, but also in the loading of trucks. Cases are placed as tightly together as possible in the truck without allowing the slightest bit of room between them. Any space between the cases and the truck doors is filled by cardboard.

Tight packing has taken the form of corrugated sleeves for flashbulbs and egg-crate packages for



Here are egg-crate containers for packing radio and television tubes at the Sylvania plant. This type of package keeps the fragile tubes tightly enveloped without allowing the least amount of air space so as to avoid breakage in transit.





Ultra-modern one-story building of Sylvania Electric Products at Teterboro, N. J., is situated on strategic Route 46 which leads to all major highways in metropolitan New York, Sales office is in

front with warehouse directly behind. Interior rail siding and truck docks are in rear.

radio and TV tubes. Cartons are of the 200 lb. test corrugated type. Reinforced gummed tape is the closure method for domestic shipments while pressure-sensitive glass tape and steel banding are used for export shipments. No container is ever reused because of the company's insistence on high quality standards and the vital need for maximum protection of the products, Roper said.

"As clean as a whistle and tops in oderliness" is the best possible description of the warehouse proper. Each type of product is stored in a special section. Inventory is taken every morning of stock needed on shelves at which time they are refilled constantly and the faster-moving items are noted. A "forward stock" area near the shipping, parcel post and order assembly areas, holds a full supply of every single product. Thus, the movements of order-pickers are restricted to a small area. According to Bob Savoy, Warehouse Foreman, a two-months' supply is kept at all times of the slower-moving items and a threemonths' supply is kept of the faster-moving goods. A large storage area is reserved for export stock. Electric work-savers, hand-powered trucks, pallet jacks, carts and lift trucks are the chief materials-handling equipment used to move merchandise around the warehouse and to load trucks.

Roper said that the plant has interior truck-loading docks to accommodate eight truck-trailers at one time. Especially-designed hydraulic dock plates can bring the truck bed up to any level. The plant also has its own rail siding connecting with the Erie Railroad. The rail docks within the warehouse can accommodate five cars simultaneously. Most incoming shipments from Sylvania plants around the country come by rail. In addition, there are three loading docks in the rear of the building reserved for incoming truck shipments from Sylvania plants.

Because most shipments from Teterboro go

less than 100 miles—either to piers or to points in the metropolitan area—truck transportation is generally used. Some shipments, mainly radio tubes, are sent by Railway Express, Parcel Post, and United Parcel Post. Local pick-ups are few and far between. The company's traffic department in New York gathers all rate information and is responsible for over-all transportation policy.

Two local carriers handle the bulk of the domestic shipments. "This has contributed to the low damage and loss rating since the same truckmen handle our shipments all of the time," Roper said. "They know what to expect as far as transitory shocks are concerned. And they know how to control damage through proper handling of our products." Three company-owned trucktrailers are used in special emergencies.

Orientation of employees in the correct ways of handling merchandise has also helped greatly to reduce damage. "When they are hired," Roper

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Lift truck unloads pallet of flashbulbs. Each product kept in the shipping center has a different palletization pattern.

AAR Sparks Loss & Damage Programs With Specialized Courses & Research

By RICHARD G. MAY

Vice President, Operations and Maintenance Department, Association of American Railroads



This article was edited and abstracted from a speech given by Mr. May last October before the 20th annual meeting of the National Association of Shippers Advisory Boards in Los Angeles.

RAILROAD OPERATIONS include all phases of service in the movement of passengers, freight, mail and express, as well as the maintenance of plant and equipment.

For many years the railroad industry has worked closely with shippers to develop the type of equipment required to transport and protect certain commodities. The trend toward specially equipped cars has continued as has improvement in general purpose cars.

The benefits from these developments to shippers are measured in reduced handling costs and elimination of blocking and bracing. The benefits to railroads are reflected in the reduction in loss and damage claims and retention of certain traffic to the rails.

Trailer-on-flat car service showed a steady increase during 1955. A total of 34 railroads now provide piggy-back service and loadings average about 4,000 cars per week. Studies are being made of the possibility of standardizing the type of trailer as well as the flat car.

In addition, our research program includes a project to develop standard containers which can be hauled on railroad flat cars and transferred to flat bed highway trucks. Research to develop better equipment, better track and structures, and to increase efficiency and economy of operation also has been accelerated.

The research facilities of the AAR located on the campus of the Illinois Institute of Technology at Chicago started with a central laboratory in 1950. A mechanical laboratory was added in 1953 and in March of this year ground was broken for another unit to be known as the engineering laboratory.

As a regular program we conduct four seminars annually for railroad loss and damage prevention officers at the Research Center. We recently started seminars for shippers and it was our pleasure to be host to one of the Shippers Advisory Boards recently and conduct a guided tour through the laboratories. All shippers have been invited to visit the laboratories and to present their problems of packaging and loading to the staff at the Container and Loading Research

(Continued on Page 42)

Chicago's Grand Central Station Gets Face Lifting



Chicago's Grand Central Station, famous before the turn of the Century as the setting for an 11,000 pound bell and one of the largest clocks in the nation, has gained a new landmark. Built in 1890, the Baltimore & Ohio Railroad's bell tower now is lighted by 10-foot white fluorescent letters outlining "B & O" on all four sides of the tower. A giant billboard—the size of three railroad freight cars lined end-to-end—also was erected atop the Station building. Erected in sections atop the roof because of its immense size, the billboard features a streamliner racing the length of the 143-foot sign. The large neon letters can be read for 16 blocks in the Loop traffic and can be seen for more than three miles.

PRODUCTS IDEAS SERVICES

FOR FEBRUARY, 1957

Rubber Cushioning

Protection for electronic tubes and precision parts against damage during shipment can be acquired from a new rubberized fiber liner used as package cushioning.



Greenwood Packaging Supply Company has announced the availability of this material, which is known as Co-Ro-Tex. The liner is vulcanized into sheets or pads and die-cut into shapes to fit product contours. The company stated that it is dust-free, non-abrasive to moisture and fungus and non-corrosive to metal. Co-Ro-Tex meets military specifications. Free samples are available.

(Check #41 on card facing Page 4)

Bulk Container

Developed to improve handling and shipping of granulars, salts, powders, chemicals and like materials, a new self-palletized and expendable bulk materials container was announced recently by Titan Pallet Co.



Designated as the T Pack, the new unit provides all the advantages of expendability, product protection, economy and handling savings, the company stated. Internally supported, it includes a lid which can be strapped or taped for security. The container can accommodate up to one ton, depending upon material density and is proportioned to stow snugly in standard boxcars and trailer trucks.

(Check #42 on card facing Page 4)

New Shipping Bag Distribution Method

Hutchinson Bag Corporation has announced plans to make its complete line of mailing, parts and storage bags available through shipping supply distributors as well as directly from the factory.



Hubeo manufactures five types of bags, including: Standard drawstring and wire-tie parts bags for attaching parts to machinery and storage of small articles; dual-mailer bags for mailing small articles and accompanying letters; a weather-resistant bag designed for outdoor storage of parts with a mildew, water and insect--proof tag; and a weather-resistant, standard draw-string mailing bag of cambric finished cloth.

Huber also invites companies with special shipping requirements to submit their problems for analysis by its bag design engineers. This professional advisory service is offered without cost or obligation. The company also announced that it is now seeking dealers in order to serve the shipping and packing industry.

(Check #43 on card facing Page 4)

New Stencil Ink Color

A new color, namely, Air Force Blue, has been added by Reynolds Ink, Incorporated, to its line of stencil inks packaged in spray cans.

With this addition, the company now makes ink in nine colors, including, black, white, red, blue, green. orange, aluminum and yellow. The inks are waterproof and weatherproof and can be used for the stenciling of cartons, crates, steel drums, boxes and metal.

(Check #44 on card facing Page 4)

Barrel Hand Truck

Dangerous tipping of barrels is prevented by specially designed curved by rails on the new barrel cradle truck recently introduced by Morse Manufacturing Company.

The truck also has non-skid devices located directly forward of the front wheels on the rocker, and a safety catch on the nose piece which prevents the barrel from sliding during loading. The truck has an 19-inch wheel base and is available with four large 3-inch diameter wheels placed on a straight argle.

(Check #45 on card facing Page 4)

One-Hand Stapler

One-hand operation is the chief feature of a new carton-closing stapler machine made by the International Staple & Machine Co.



Known as the Clincher, this machine has a narrower head for getting into tighter places where unusual carton shapes are involved. All

(Continued on Page 31)

Corrugated Containers, Pallets, Steel Strapping = Sturdy Battery Pack

FOR SHIPMENT OF BATTERIES ranging in weight from 50 to 1200 pounds, one of the world's principal industrial battery manufacturers has switched to corrugated packaging. The Electric Storage Battery Company's Exide Industrial Division reports—after a seven months' test in its seven plants throughout the country—that its new corrugated shipping containers have:

Assured undamaged delivery of shipments of glass, plastic and hard rubber cell batteries.
 Cut unpacking time to a matter of seconds.
 Reduced freight charges by saving an average of 15 pounds per shipping container.
 Promoted company and product by advertising on each container.

"We're very happy with our results from corrugated packaging," says R. A. Haas, Exide Materials Handling Engineer. "We're now shipping 90 percent of our batteries in corrugated." Exide Industrial Division plants are located at Philadelphia, New York City, Boston, Detroit, Chicago, San Francisco and Los Angeles.

Convenience of Unpacking

Convenience of unpacking and undamaged delivery resulting from corrugated packing have pleased Exide's customers, particularly in utility, railroad and heavy industrial fields, company officials say. Handling the big batteries is not a matter to be taken lightly. The batteries are shipped in the new corrugated containers steelstrapped to suitable pallets. As a unit pack, they can be easily unloaded by mechanical lift, stored or installed. This eliminates multiple manual handling, responsible in the past for a big percentage of product damage. Exide reports its new corrugated packaging techniques protect glass, plastic and hard rubber cells better than wood crates. They have found the corrugated fibreboard is more resilient than wood. It absorbs shocks and bumps in transit instead of transmitting them directly to the product. When the big industrial battery in its corrugated container is power-lifted into installation position, unpacking involves only a snipping of steel straps, lifting off the corrugated box and the battery is ready for use—a matter of seconds.

44 Types of Containers

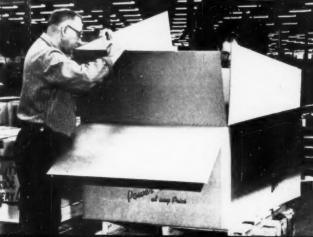
Exide has 44 types of corrugated containers in which it ships about 200 different sizes of batteries. The same box may be used for one large battery or for a number of smaller ones whose overall dimensions are the same as the

(Continued on Page 45)

Undamaged delivery is chief advantage gained by Exide in its switch to corrugated containers. In photo at right, two sheets of double wall are placed inside the container. Closing of lids gives top of battery six layers of corrugated protection. Steel strapping

of battery and container to wood pallet is last step before shipping, as shown in photo at left. In unpacking, all the customer has to do is snip the straps and lift off the box. The cartons have also allowed shipping weight reductions averaging 15 pounds.







Customer information unit, at left, an important part of Air Express International's communications center, takes pickup order on an overseas shipment. The telephone-turret system gives operators



access to all lines into and out of New York International Airport.

Photo at right shows new cargo terminal where freight is consolidated and cleared for trans-Atlantic shipment.

Three-Way Communications Center Speeds Air Forwarder's Deliveries

OVERSEAS AIR SHIPMENTS are delivered still faster these days, thanks to the three-way communications center Air Express International has set up in its new terminal at New York International Airport. The center groups for the first time an air cargo forwarder's overseas cable system, domestic teletype network, and customer information unit.

AEI's centralized communications is reducing substantially the time required to pick up cargo, process it in the airport terminal, and load it into an airline transport. The center also is expediting airport-to-door deliveries abroad.

Advance information on shipments is fed directly from AEI's domestic teletypes to the center and on to foreign gateways via the overseas cable. With uninterrupted communications, AEI sends instructions to the export gateway and point of destination immediately after cargo is picked up from the shipper. Thereafter, the way is cleared for fast loading aboard the first international plane out, and, at destination, for customs clearance and final delivery.

The customer information unit incorporates a telephone-turret system that gives operators access to all lines into and out of the terminal. Thus, at any time, operators can tell shippers the exact status and progress of their cargoes. Consolidation of communications with airport operations makes available all information and

instructions immediately.

In addition to improved communications, AEI President Charles L. Gallo reports new handling techniques for processing more efficiently the increased tonnage flowing through the New York gateway. The larger and more modern facilities

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Japanese Visitors Inspect New Model Terminal



A Japanese Distribution Techniques Study Team recently toured this country to learn about American packaging and handling techniques. Here, two members of the team inspect a model terminal constructed for the Bureau of Ordnance by Container Laboratories, Incorporated for training personnel in methods of carloading. From left to right are Ray F. Gochnour, Senior Engineer, and Thomas P. Wharton, Vice President of Container, with Michio Izawa, Technical Advisor, Industrial Arts Institute, and Sanroku Kagawa, Secretary, Japan Productivity Center.



Red Tape Can Be The TM's Fault! Periodically Check Extra Reports, Forms and Documents

I AM SURE THAT WE ARE all guilty at sometime of berating the existence of extensive numbers of forms required in carrying out any government contract or negotiation. I am equally sure that the majority of us feel our own operations are run with a minimum of "red tape," and that all projects carried on under our supervision are necessary and valuable.

Speaking from experience, however, I would suggest that every traffic manager take a good hard look at the forms, documents, reports and clerical work which are handled by his department in an effort to determine what is pertinent and

what is not. Periodic review of such forms and reports can be invaluable in cutting down unnecessary work loads insofar as traffic divisions are concerned.

On many occasions, analysis and reports get a momentum and develop into large scale projects without anyone knowing or realizing the purpose of the report or analysis and the original intention of same.

Let us take a very simple example of something which conceivably might happen. In some informal discussion, the traffic manager might suggest to the routing clerk that he keep track of the number of carriers which he uses over a period of a few

weeks to determine whether some may be eliminated. In effect the intention of the traffic manager is simply to guide the routing clerk in his work and to provide him with some measure or yardstick with which he could determine an excessive use of carriers to the same point. The traffic manager, in all probability, intended that this be carried on for two or three weeks, a conclusion drawn, and action taken by the routing clerk. Unfortunately, because of the breakdown in communications, the routing clerk might enlarge upon the traffic manager's intention and start a report not only itemizing the information needed for such a conclusion but adding a few bits of pertinent information of his own. Instead of stopping at the end of a two or three week period the routing clerk now makes this particular report a part of his daily activity and continues to compile records and add information to his data sheets. In the meantime, the traffic manager, not having an intimate knowledge of the clerk's duties nor close contact on a daily basis, is unaware that such a procedure is going on.



HUDSON COUNTY, N. J., TRAF-FIC CLUB heard a talk on "Government Subsidy of the Merchant Marine" at its annual "Steamship-Freight Forwarders Night" meeting, January 22. Ralph E. Casey, president of American Merchant Marine Institute, was the speaker. F. Luis Valdez and Don Moroney were cochairmen for the affair.

Vernon J. Gunderson was installed January 18 as president of the Southeast Traffic Club of Los Angeles. Other new officers are: James P. Milligan and Kenneth J. Wion, vice-presidents; Donald L. Brown, secretary; and Floyd M. Huffine, treasurer.

THE MAYTAG COMPANY has appointed Glenn E. Minear as general TM. He succeeds Ray Thompson, who was elected last November as Iowa State Commerce Commissioner. Minear had served previously as assistant general TM since March, 1947.



Glenn E. Minear (left), new TM of Maytag Co., presents gift to his predecessor, Ray Thompson, new Iowa State Commerce Commissioner.

METROPOLITAN TRAFFIC AS-SOCIATION of New York will hold a "Truckers' Night" meeting February 14 at the Hotel Commodore. Bill Pierce of Denver-Chicago Trucking Co. is chairman.

WEST COAST CONFERENCE of Women's Traffic and Transportation (Continued on Page 36)

The Roster Grows!

Perhaps a year, or even a year and a half later, someone brings to the attention of the traffic manager the fact that the routing division has added one or more persons to their roster for no ostensible reason. Upon investigation, the traffic manager finds that the originally harmless report has now become a fulltime job for the routing clerk, and as a result, additional personnel must be

(Continued on Page 27)



COMBINED WITH

shipping MANAGEMENT

In The Air Shipper

Routes * Services * Schedules

• BEGINNING THIS MONTH, THE OFFICIAL GROUND carrier for Slick Airways in the Greater New York area is Mercury Air Freight, a division of Mercury Service Systems. Mercury thus becomes the local cartage agent for its 17th airline; it picks up or delivers air freight of New York shippers. In the photo below, in a congratulatory handshake at Idlewild Airport: Stuart H. Goldsborough (left), Slick's manager of N. Y. -N. J. sales and traffic, and 2 obert W. Williams, general manager, Mercury Air Freight. ▶



• AN AGREEMENT HAS JUST BEEN NEGOTIATED between TAG and Delta Air Lines, completing TAG's third such arrangement with major domestic airlines for service as an interline feeder between Miami and four other South Florida communities. Similar agreements were concluded last month with Eastern and National. TAG's northbound flights depart Miami for Boca Raton and Stuart at 7 a.m., and 2:30, 3, and 5:10 p.m. Southbound flights leave Miami at 6:55 and 9:40 a.m., and at 2:40 p.m.

TAG AIRLINES INAUGURATED THE FIRST scheduled service between Fort Lauderdale and Miami on Feb. 4, offering eight daily flights.

- THE NEW ONE-PLANE SERVICE FROM NEW YORK to Montego Bay, Jamaica, by Pan American World Airways leaves at 1 a.m., arrives at 10:30 a.m.; northbound departure and arrival times are, respectively, 10:30 a.m. and 8:15 p.m. The new service also provides the intermediate stops of Ciudad Trujillo and Port au Prince with daily flights instead of thrice weekly as formerly.
- AN AIR TRANSPORT AGREEMENT HAS BEEN SIGNED by the governments of the United States and Iran, whereby U. S. flag carriers are authorized to conduct operations from this country to Tehran and/or Abadan and beyond via intermediate points. An airline or airlines designated by the Iranian government will be entitled to fly to the United States on a route to be determined later. (The text of the agreement follows closely the form negotiated by the U.S. with approximately 45 other nations; it contains the fundamental principles relating to bilateral airtransport operations. Currently, Pan American World Airways serves Tehran with four weekly round-trip flights under provisional arrangements. (Aviation Press Features)
- MEMPHIS, BIRMINGHAM, AND ATLANTA have been added to the domestic network (now consisting of 80 cities) of Air Express International. The new facilities in the southern cities are being set up by the international air-freight forwarding firm in cooperation with Capital Airlines. The existing AEI service at New Orleans is being expanded under the joint plan.

PAYLOAD & The Air Shipper is published twice a month - once as a section of Shipping Management and again as a separate newsletter from SM. Lucien Zacharoff, Editor and General Manager. Address news and editorial communications intended for Payload to G.P.O. Box 775, Brooklyn.1, N.Y.; telephone ULster 5-2243. All other business communications should be sent to Shipping Management magazine, 425 Fourth Ave., New York 16, N.Y.; telephone MUrray Hill 3-6280-1.

Rates * Tariffs * Commodities

- THE SPECIFIC COMMODITY RATES TARIFFS of the Scandinavian Airlines System will include the following additions or changes, to or from New York or Boston, effective Feb. 24 unless otherwise dated minimum weight per shipment 100 lbs.: Floral and/or nursery stock, not elsewhere specified, excluding cut flowers, to Bremen, Hamburg or Hanover, 45¢ a lb. * Cutlery, not elsewhere specified, including forks and spoons, excluding silverware, from Milan, \$1.19 per kg., minimum 45 kgs.; from Rome, \$1.24 prr kg., same minimum; Feb. 6.
- THE SPECIFIC COMMODITY RATES TARIFFS of Air France will include the following additions or changes between New York/Boston and points indicated, effective Feb. 27 unless otherwise dated - minimum weight per shipment 45 kgs.: Furs, skins and pelts, consisting of coney, lamb (excluding karakul), muskrat, opossum, raccoon, skunk and squirrel, excluding wearing apparel, Bergen, Christiansand, Stavanger, \$1.01 perkg., April 1. * Household goods and personal effects of an individual or a family making a change of residence: (a) household goods, used, not for resale; (b) personal effects, consisting of wearing apparel, cosmetics, toilet articles and articles worn by an individual, used, not for resale, when in mixed shipments with commodity named in (a) above; (c) subject to a minimum charge of \$250 per shipment, Bordeaux, 93¢ per kg.; Graz, \$1.10 per kg.; Stavanger, \$1.16 per kg.

ALSO RECENTLY ADDED to Air France tariffs: Fish (angel, aquarium, gold and tropical included), westbound, Cologne, \$2.80 per kg. * Foodstuffs, not elsewhere specified, including spices and beverages, Basle, Geneva, Zurich, \$1.16 per kg.; Brussels, Paris, \$1 per kg.; Lyon, \$1.02 per kg.; Milan, \$1.21 per kg.; westbound, Lisbon, 9¢ per kg. * Angleworms, westbound, Glasgow, \$1.01 per kg. * Quartz, raw, eastbound, Manchester, \$1.70 per kg.; westbound, Fananarive, \$2.36 per kg. * Synthetic stones, unset, unmounted, unstrung, Vienna, Salzburg, Linz, \$1.16 per kg.

• JUST ADDED TO THE SPECIFIC COMMODITY rates tariffs of Trans World Airlines, between New York or Boston and points shown, minimum per shipment 100 lbs.: U. S. Government post exchange material, from New York only to Glasgow, London, Manchester, 40¢ alb. * Tobacco samples (minimum weight 22 lbs.), to: Baghdad,

\$1.24 a lb.; Damascus, \$1.13; Gothenburg, 91¢; Innsbruck, 88¢; Kristiansand, 88¢; Kuwait, \$1.28; Linz, 89¢; Malmo, 91¢; Marseilles, 84¢; Nice, 84¢; Prague, 85¢.

ALSO IN TWA TARIFF NEWS: Essential oils, from Marseilles or Nice to New York or Boston, \$1.23 per kg., minimum per shipment 45 kgs.



• AMONG THE AUTHORIZATIONS JUST VOTED by the Civil Aeronautics Board are these:

Mohawk Airlines, a local service carrier, to provide nonstop service for a temporary period of three years between Syracuse and New York City. At the same time, CAB voted to deny the application of Eastern Air Lines for service between these two points.

Allegheny Airlines, a local service carrier, to serve Hazleton, Pa., for a temporary period ending Feb. 10, 1959.

North Central Airlines, a local service air carrier, to operate on a temporary basis between Grand Forks, N. D., and Omaha, Neb., via Fargo, N. D., Watertown, Brookings, Sioux Falls and Yankton, S. D., and Sioux City, Iowa, and Norfolk, Neb., until 60 days after final decision by CAB in the Seven States Area Case.

NONE OF THE FOREGOING ANNOUNCEMENTS constitutes the Board's decision in the case; decisions will be entered and issued at a later date.

• THE CIVIL AERONAUTICS BOARD HAS INSTITUTED an investigation of apparently unauthorized disclosure of information concerning a recently completed audit of the books and records of Pan American World Airways. Pointing out that it had not authorized any such disclosure, the Board called attention to Section 902F of the Civil Aeronautics Act which provides that knowing and willful disclosure of this kind of information, without CA3's specific authorization, may result in criminal penalties. The Board emphasized that no published figures or statements concerning the audit report reflect conclusions by the Board or its staff with respect to Pan American, since no such conclusions have been reached.

People & Places

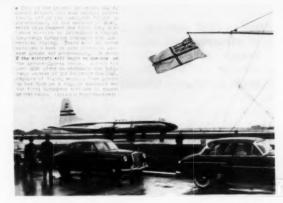
- TWO NEW VICE-PRESIDENTS HAVE BEEN ELECTED at Seaboard & Western Airlines: Alastair Thomson, for commercial services, and John H. Rosenwald, for administration.
- TRANSFERRED TO THE HOUSTON OFFICE of KLM Royal Dutch Airlines: Peter H. Thurridl, cargo representative. Replacing him as cargo representative for KLM in the Lower California area: Mayo Thomas.
- HEADING A NEW DIVISION AS DIRECTOR of research and development for Trans-Texas Airways: J. C. Crawford. Succeeding him as manager, rates and tariffs: George J. Barbier.
- NAMED ASSISTANT TOTME VICE-PRESIDENT for coordination of contract sales at The Flying Tiger Line: M. N. Costa.
- ELECTED VICE-PRESIDENT OF ALLEGHENY Airlines, with responsibility for the flight, maintenance and stations departments: Richard 6. Disming.

On Latest Manifests

• IN THE PHOTO BELOW, THE FIRST OF 12 Argentine race horses is led off the ramp of a Pan Am freighter in San Francisco, after being flown from Buenos Aires. This was the second group of horses to be flown from B.A. to S.F. for racing on West Coast tracks. The horses were from the stables of Alberto Sanchez Morteo and Pablo Spinelli, and were imported by William P. Kyne, manager of International Stables. The star of this shipment was Alexandra, a four-year-old stakes filly. (Hollandes II, the champion of the previous shipment, was recently sold in the U. S. for \$90,000.)



Equipment Trends



THE CURRENT THINKING ON THE USE of helicopters as flying cranes has been outlined by a panel of experts at the annual meeting of the American Society of Mechanical Engineers in New York. They agreed that there will be increasing demand for larger helicopters capable of handling considerably heavier loads in shorthaul transport. One speaker, Lawrence Marsh, chief petroleum engineer of Standard-Vacuum Oil Co., said plans are under way to use a Sikorsky S-58 helicopter, beginning in February, to deliver oil well-drilling machinery to a site in Papua, New Guinea. The machinery will be capable of drilling to a depth of 10,000 ft.

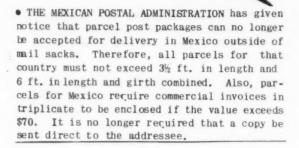
THE OPERATION, MR. MARSH SAID, WOULD EMPLOY techniques developed in a similar activity completed this year in New Guinea. In that experience the earlier model Sikorsky S-55s made 1,134 round trips, taking more than 1,000,000 lbs. of machinery and equipment to the drill site and bringing back more than 500,000 lbs. To do the same job by conventional means, building and maintaining roads to the interior, would have cost \$549,786.32, he estimated, compared with the actual transport cost of \$344,520. Convential means, however, would have made possible to haul in a larger drilling rig.

DETAILS OF REQUIREMENTS IN STUDY CONTRACTS recently assigned to eight helicopter manufacturers were disclosed by Meade H. Mitchell, Jr., chief of the Aeronautical Research Branch, U.S. Army Transportation Corps. Among the specifications are: ranges at design payload of 10, 25, 50 and 100 nautical miles; ferry cruise velocity not less than 60 knots; payloads of eight, 12 and 16 tons. Since Secretary Wilson's recent order limits the empty weight of Army helicopters to 20,000 lbs., the maximum payload requirement would mean that the craft might have to lift three times their own weight.

Traffic Statistics

- CARGO TRAFFIC (IN LBS.) through four New York region airports (La Guardia, N. Y. International, Newark, Teterboro) during December: domestic freight 22,347,800, express 4,877,700, air mail 5,923,000, first-class mail 2,088-500; overseas freight 5,348,000, mail 2-903,800; non-scheduled freight 658,700; November helicopter freight and express 404-700, mail 198,300.
- CARGO FLOWN THROUGHOUT LATIN AMERICA by Pan American World Airways during 1956 amounted to 55,315,000 lbs., a 13% gain over the traffic in 1955. The PAA Latin American Division also set a record for cargo ton miles in 1956 at 39-585,298, a 23% increase over 1955. The Miami gateway continued as the busiest in the division, handling 31,505,591 lbs. of cargo, with New York in second place with 13,433,129 lbs.
- AIR EXPRESS TON MILES FLOWN by Allegheny Airlines during 1956 rose 11% over the figure of the year before, while the company's freight services, started in February and March, 1956, showed steady growth and added 74,412 ton miles to the company's cargo traffic in 1956.
- TRANSPORTATION GENERALLY HAD A VERY good year in 1956, according to the annual review of the Chamber of Commerce of the United States. In domestic air operations, freight ton miles were up 10.4% to 193,400,000, express up 7% to 55-000,000, mail up 8.1% to 95,000,000. U. S. flag airlines operating in the international and overseas areas carried 176,000,000 ton miles of freight and express, up 18.3%, and 59,000-000 of mail, up 8.1% over the 1955 figures.
- AIRCRAFT OPERATIONS CONTROLLED by the Civil Aeronautics Administration along the airways and at terminal points reached an all-time high in the fiscal year ending last June 30, discloses a new Department of Commerce publication Federal Airways Air Traffic Activity (50¢). It reveals, among other data, the 10 leading airports in point of total operations during the fiscal year 1956 (takeoffs and landings): Chicago (Midway) 380,339; Miami 296,154; New York (La Guardia) 272,791; Los Angeles 266,455; Atlanta 263,628; Denver 260,921; Charleston, S. C. 255,464; Washington 240,890; Teterboro 237,049; Phoenix 235,748.

Parcels & Letters



- THE MAXIMUM WEIGHT LIMIT FOR PRINTED matter now permitted by the Post Office to Ecuador has been increased to 33 lbs. a package.
- AIR PARCEL POST HAS BEEN SISTABLISHED to Turks Islands (including Caicos Islands). The applicable rates are 94¢ for the first four ounces and 19¢ for each additional four ounces or fraction. The weight limit is 22 lbs.
- AGAIN ACCEPTABLE FOR DELIVERY in Hungary: All classes of mail, including air mail, parcel post, and international money orders.
- STARTING [HIS MONTH, there is available the exchange of special delivery Posgal Union articles between Colombia and the United States. Consult your postmaster about fees for this service and names of Colombian post offices involved. There is no special delivery service for parcel post packages.

Financial Intelligence

- SHOWING A RISE OF 29% OVER THE FIGURES of the year before, net operating revenues of Air Express International and its wholly-owned subsidiaries Air Express International Agency and Surface Freight Corporation totaled \$2-252,189 in 1958. AEI President Charles L. Gallo estimated total customer billings for the three companies at \$7,923,749, a gain of 12%, and predicted that gross billings for 1957 will exceed \$10,000,000.
- FREIGHT OPERATIONS DURING 1956 over British European Airways, earning for the first time more than the carriage of air mail, amounted to well over \$4,200,000, as BEA became the largest air-cargo carrier within Europe.

"LISTEN MR."

(Continued from Page 22)

added to the department. Unfortunately further investigation shows that the report has little or no value in the economical operation of the traffic department. Thus, hours of time have been wasted and if allowed to continue might have resulted in a large statistical department with no purpose.

The example above is certainly not exaggerated for in our own operation we have found instances similar to this and with equally doubtful reasons for being.

It is a common personality trait for people to want to assimilate information and statistics and if possible to draw conclusions from same. It gives them a feeling of accomplishment and of doing a job well However, the personal enthusiasm must be tempered by objective thought. If properly dealt with, individuals can be guided into a line whereby they can submit and assimilate very valuable information in a relatively short period of time.

In the past we have advocated the keeping of many records in the traffic department for future analysis and help. However, at the outset there must be some idea in the mind of the person asking for the report as to its ultimate use. Otherwise it will be meaningless.

As stated above, we strongly suggest that everyone connected with traffic at some time or another make a periodical check of the record keeping, documents and reports and other information which is going on in his department with an eye to eliminating the majority of nonpertinent information. If this is not done, it is possible that for every productive worker who is added to the department there will be an additional two clerical workers to compile statistics.



→ B&Otrailer-on-flat-car freight service "arms" your distribution plans with dependable flexibility. TOFCEE trailers pick up your freight load where it is. Trailers ride on fast freights that maintain all-weather schedules on hauls up to a thousand miles and more. TOFCEE loads ride right off cars and roll to consignee's plant or warehouse.

Worry is minimized through prompt notification of shipper and receiver when any schedule is interrupted. Try this new right arm to reach your customers! Ask our man!



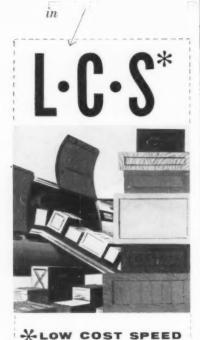
BALTIMORE & OHIO RAILROAD

Constantly doing things-better!

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Slick's minimum charge of only \$1.00—the lowest in the industry—puts airfreight in the economy class for shippers of small packages too. Jumbo savings when small consignments fly Slick, because the shipper pays Slick's regular per pound rate with no hidden charge because of a high "minimum."

This special service for the small package shipper is another example of Slick's L.C.S....Low Cost Speed. Write today for free literature about other Slick special services.



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Jerome F. Gould, president of the Jerome F. Gould Corporation, export packers, passed away from a heart attack on December 17. He was 39 years old.



JEROME F. GOULD

Mr. Gould's plant in Brooklyn, N. Y., specialized in all types of export packaging of products ranging from small aircraft parts to the entire contents of factories. In 1954, he developed the "Shield of Freedom," a special stamp used by many American manufacturers to promote free world industrial strength. He was a director of the Eastern Division of SIPMHE and former chairman and member of the board of directors of the Export Packers' Associtation of the Port of New York.

McLAURIN-ANGIER CO. announced its amalgamation on January 2 with Stocker Manufacturing Co. The new company is known as Ludlow Papers, Inc.

The consolidation gives Ludlow Papers some six plants in Massachusetts, Louisiana and New Jersey with facilities for production of gummed and coated papers, film and foil laminated papers, chemically-treated papers and sealing tapes. Sales and order activities will continue as heretofore through McLaurin-Angier and Stocker.

Officers of the new company are Henry M. Bliss, president; Albert J. Thiel, executive vice-president; Fred Stocker, director of coordination; Robert J. Metzler, vice--president in charge of sales; Jack Holland, vice-president in charge of manufacturing, and Joseph C. Mahoney, treasurer. The Board of Directors is comprised of these individuals plus Malcolm B. Stone, president of the

parent firm.

Other officers of the firm are Malcolm J. Odell, director of research; E. Lee Turley, vice-president, fine paper sales; Howard E. Murgatroyd, assistant sales manager, fine papers; Everett D. Cookson, sales manager, tape products; Philip R. Palamountain, controller and Alton W. Noyes, director of purchasing.

BETTER PACKAGES, INC., has opened a new sales and service office in Milwaukee, Wis., under the direction of A. D. Smith, Chicago branch manager. At the same time, general sales manager Mills W. Waggoner announced the retirement of Erwin G. Artz as Wisconsin sales representative. Artz had held the post for 32 years.

REPUBLIC CARLOADING CO. has opened a new terminal and sales office at Tampa, Fla. This is Republic's fourth station in Florida and its 104th nationally.



These shots show Republic's new terminal at Tampa.

ATLANTIC STATES SHIPPERS ADVISORY BOARD has elected J. Robert Morton of Syracuse, N. Y., as president. Morton is general traffic manager of Vega Industries. He succeeds Clarence S. Decker, general TM of The Borden Company, who was made chairman of the Board's executive committee. The election took place at the Board's 33rd annual meeting in Washington last month.

Others elected were: Vice-presidents, Robert A. Cooke, TM of American Newspaper Publishers Association, and Roger C. Avery, manager of Neisner Brothers' Traffic Claim Dept.;; and general secretary, Darrell H. Smith, Jr., general TM of International Salt Co.

SIGNODE STEEL STRAPPING CO. has been acquiring patent rights (Continued on Page 34)

FREQUENCY

the most frequent schedules in airfreight enable American to serve traffic executives better than any other airline



With over 1000 scheduled departures daily, American offers more flights to more key areas than any other airline. American's greater frequency of flights assures fast forwarding, dependable on-time deliveries. This enables traffic executives to cut shipping time from days to hours.

AMERICAN AIRLINES AIRFREIGHT

-flies more freight than any other airline in the world

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WRITE for complete information to Dept. 900

Starch

RATHBORNE, HAIR & RIDGWAY BOX CO.

Wooden Boxes

and Crates

1440 West 21st Place • Chicago 8, Illinois

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Wirebound Pallet

Corrugated Fibre

Book Reviews

THE RAILROADS' TARIFF Research Group has just published a new manual dealing with instructions to govern compilation and filing of railroad freight tariffs, it has been announced by Edward V. Grosvenor, chairman of the tariff organization.

Entitled "Tariff Makers' Manual No. 1-A." the 300-page publication contains the latest information and data on rates and tariffs. There are 24 topically arranged sections in two parts. One part covers all of the tariff improvement policies approved since the establishment of R. T. R. G. five years ago, and the other part includes related rules of Interstate Commerce Commission Tariff Circular No. 20.

Although the manual was designed primarily for use as a tool to guide railroad rate and tariff makers in setting up better tariffs, the railroads will also use it as a source book in training classes for new employees. The manual is completely indexed in a manner understandable to both beginners and experts, with helpful illustrations for students.

Material Handling

A NEW BROCHURE that describes career opportunities in the material handling field and tells how to get them is available free of charge from The Material Handling Institute, Inc.

Entitled, "Career Opportunities in Material Handling" the four-page publication tells those who are interested what steps to take if they are now in college, in high school or employed in industry. The types of career opportunities with material handling equipment manufacturers, users, the government, distributors and manufacturers' agents, consulting firms, and colleges are presented. Other educational material prepared by MHI and a list of who to contact is offered through the brochure.

The brochure was prepared by MHI's Educational Committee under the direction of Committee Chairman C. L. Fell, Vice-President of The American Monorail Company. For single or quantity copies write to: The Material Handling Institute. Inc.. Educational Division, Suite 759, One Gateway Center, Pittsburgh 22, Pa.

Port Promotion

WORLD-WIDE PROMOTION of the Port of Cleveland, Ohio, is the purpose of a new booklet, "Port of Cleveland," just issued by the Seaway Committee of the Cleveland

Wirehound Boxes

and Crates

goes STRAIGHT THRU COAST-TO-COAST with NON-STOP, 2 MAN SLEEPER CAB SERVICE!



Chamber of Commerce.

The 20-page booklet contains factual information and illustrations on Cleveland's harbor, together with a directory of steamship agencies, dock and warehouse operators and a listing of foreign trade auxiliary services. The booklet is part of a promotion drive aimed to increase the port's foreign trade volume as soon as the enlarged St. Lawrence Seaway opens.

New Products

(Continued from Page 17)

you have to do, the company stated, is just push the handle and the spring returns it for the next staple. Staple penetration can be adjusted to any depth by loosening four screws. The staple pusher is easy to remove for refills.

(Check #46 on card facing Page 4)

Stair Climbing Truck

Friction-free travel up and down stairs and over curbs is one of the main features of the new "E-Z Climber's truck now being produced by Precision Equipment Co.

This hand truck has a heavy 1" O. D. tubular steel frame, electri-

cally welded, with curved cross members. The 9"x14" W nose-plate is of heavy .3/16" steel. The unit is equipped with a reinforced base plate beam, semi-pneumatic steel disc wheeds and two rocker arms. The load capacity is 600 pounds. Special prices are available for Shipping Management readers. Get free literature immediately.

(Check #47 on card facing Page 4)

Tying Machine

Designed primarily for parcel post and light weight packaging is a small general purpose tying machine introduced by Inland Wire Products Co.



Known as Model "A," this machine can be used to tie individual pack-

ages and for unitizing parcels on express shipments. It is 4½" wide by 7" long and weighs 2½ lbs. Operation is extremely simple, requiring only one forward and backward move of the handle for a complete tie, the company stated. Uniform, selective tensioning of the wire is assured.

(Check #48 on card facing Page 4)

Film On Van System

Prints are now available of a motion picture on the Clark Mobilvan System—a new method of transporting freight—it was announced by R. H. Davies, vice president, Clark Equipment Company.

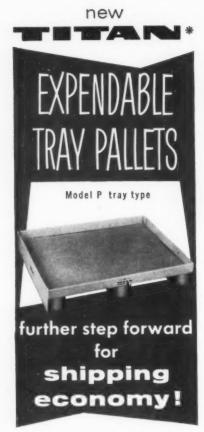
The film is based on the use of a lightweight van 17 feet long, 8 feet wide and 8 feet high. The "Mobilvan" is designed with automatic locking devices that enable it to be fastened securely to the bed of a railroad flatcar on the chassis of a flatbed highway truck. Titled "The Time Has Come," the motion picture will be made available without charge.

(Check #49 on card facing Page 4)

Stencil Ink

Krylon, Inc. has stated that stenciling becomes almost mass production when its new stencil ink spray is used.

The applicator merely presses the



Ideal for bag, carton and bulk material shipping—low cost, rigid deck Titan* Expendable Tray Pallets offer big potential savings for almost any product handling operation.

Exclusive lip feature holds loads firmly, secures patterns ordinarily strapped or glued, and protect units in transit. Lightweight, and with 1 ton capacity they're easy to handle—perform without asking favors—stack four-high loaded.

Expendable, pallet return charges are saved, there's no maintenance or repair to anticipate, no expensive inventory records, control or bookkeeping system to maintain. Titan* Pallets store knocked down in 25% of valuable space usually allocated, assemble in seconds. Bought as needed, capital ordinarily tied up in pallet supply is used more productively. Pat. Pend.—T. M. Reg.

Find out what these multiple Titan* savings can mean in your operation. Send for information today.



. . . for more details check #31 on HELP-O-GRAM card. aerosol ink container and the stencil is marked on the item. A few moments after the ink is sprayed on, it is dry.



This ink comes in 16.2 ounce containers.

(Check #50 on card facing Page 4)

Forklift Trucks

Close-to-the ground silhouette, increased safety, automobile-like controls, greater operator comfort and faster speed of operation are offered by three new gasoline-powered fork lift trucks recently introduced by Hyster Company.



Available in 3,000, 4,000 and 5,000 pound capacities, these trucks have trunnion steering wheels, pneumatic tires, short overall length and short turning radius. The brakes are self-energizing in both directions with a total of 125 square inches of braking area. Load-lifting speed is 48 f.p.m. for the model 50 and 50 f.p.m. for the other models.

(Check #51 on card facing Page 4)

Strapping Sealer

A new pump-type, multi-cut strapping sealer in four different models has been introduced by the Brainard Steel Division of Sharon Steel Corporation.

The sealer permits fast and easy operation where strapping is applied in close proximity to the conveyor



King Gluers are saving man-hours every day for thousands of users—and speeding up output. Tops for all manual production labeling—short runs, all-day runs, intermittent use, variety runs. Switch jobs or locations quickly.

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Send now for information and prices. Or send us your special problems. King has a gluer for every need. Full line of all-over, strip and marginal machines.

King Sales and Engineering Company
441 Folsom Street — San Francisco, Calif.
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top or floor. The bottom handle rests against the object being strapped, such as pallets, containers and skids.



Sealing action is obtained by movement of the top handle supplying a multi-cut joint. Each of the four models is adaptable to all gauges of tensional strapping.

(Check #52 on card facing Page 4)

New Literature

How to sell staples and fasteners is treated in detail in a new "Sales Manual," recently published by Arrow Fastener Co. The manual also describes all of the Arrow tackers.

(Check #53 on card facing Page 4)

Signode Steel Strapping Company offers an illustrated chart which describes the most efficient methods of handling expendable pallets of wood or non-wood construction. Designed for use by shipping room and loading dock personnel, it includes moneysaving instructions for loading boxes on pallets, handling pallets by fork trucks and hand pallet trucks, and both truck and carloading methods.

(Check #54 on card facing Page 4)

The versatility of teflon as a dry lubricant and preservative for metals has been demonstrated in Marine Corps tests of weapons coated with the material. A report of the tests has just been released to industry through the Office of Technical Services, U. S. Department of Commerce. Teflon coatings were found to resist the effects of low and high temperatures and to protect the weapons in long-term storage despite a total lack of care. Coated equipment was ready for use as it was removed from packing. This report is PB 121286 by C. A. Roberts. It is available for \$1.25 from OTS, Washington 25, D. C.

(Check #55 on card facing page 4)

The uses of "Fanfold," a new uniform corrugated pack for multiform products, are explained in a brochure released by National Container Corporation. Profuse illustrations on how the product is used for packing and shipping are included.

(Check #56 on card facing Page 4)



At ease, Mr. P. A.! Eliminate expediting headaches and meet your production schedules easily! Just route: "Via Lifschultz"... and be sure, every time! Let our 58 years of freight forwarding experience save you time and money!

For Rates, Information and
FREE Point List —
Write, Phone Office
Nearest You.

PROMPT DAILY PICK-UP
AND DELIVERY

SPRINGFIELD & BOSTON, MASS., BLOOMFIELD, NEW HAVEN

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NO MORE HOBO CARTONS

OVERMARK 1

- O INSTANTLY REMOVES UNWANTED MARKINGS FROM YOUR CARTONS, CRATES, DRUMS, ETC.
- O CARTON COLORED DRIES FAST TO A CARTON-LIKE SURFACE READY FOR RE-USE.
- O WE'LL BE GLAD TO SEND YOU COM-PLETE LITERATURE.

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108 IOWA AVE., BELLEVILLE, ILL.
. . . . for more details check #4 on HELP-O-GRAM card.

News-Promotions

(Continued from Page 28)

on expendable paperboard pallets and is prepared to grant royalty-free manufacturing licenses.

VULCAN STEEL CONTAINER
CO. has appointed Fred A. Kusta
and John Carson as general plant
manager and superintendent, respectively, at Birmingham, Ala., it was
announced by President Gordon D.
Zuck. Both men previously served
with Inland Steel Container Co. and
Cleveland Steel Barrel Co.





JOHN CARSON

FRED KUSTA

CONSOLIDATED FREIGHTWAYS
has announced its purchase of the
Arizona Express, Inc.

NATIONAL PAPERBOARD AS-SOCIATION has elected E. J. Spiegel a director. Spiegel is senior vicepresident of Crown Zellerbach Corporation and general manager of the Gaylord Container Division.

MOORE-McCORMACK LINES. INC., have started fortnightly sailings between the principal ports of Brazil, Argentina and Uruguay and the northern U.S. and Canadian ports.

ROBERT GAIR DIVISION of Continental Can Company has appointed Wiliam J. Hamilton sales manager of a new multiple packaging department.

CON-SERV CORPORATION of Monterey Park, Calif., has purchased the assets of Air-Pack Corporation, formerly a wholly-owned subsidiary of The Flying Tiger Line. The Air-Pack name will be retained for the military and industrial packaging division of Con-Serv.

CONTINENTAL TRANSPORTA-TION LINES, INC., has named Roy Woodman as assistant manager of operations and Alfred Lloyd as manager of the Pittsburgh terminal.

THE MAERSK LINE has decided to lease from the Port of New York

Authority the new \$8 million Brooklyn Pier II, now under construction. This pier will be the largest wharf facility on the New York City waterfront and is expected to handle 400,000 tons of general cargo a year.

After a special meeting of its board of directors, Acme Steel Corporation announced a reorganization of its top management. Fred M. Gillies was elected chairman and chief executive officer, and Guy T. Avery was elected president and chief administration officer. Carl J. Sharp, former chairman, continues as chairman of the executive committee. Avery has been with the company for 36 years and since 1953 has been executive vice-president.



GUY T. AVERY

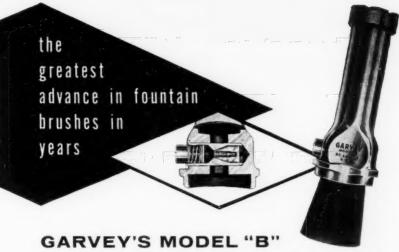
GENERAL LOGISTICS CORPORATION, producers of load control and tiedown equipment for aircraft and trucks, has been taken over by AEROQUIP CORPORATION.

CONTAINER LABORATORIES'
President Allyn C. Beardsell made
known the appointment of Gordon
S. Mustin as manager of the Los
Angeles Division of Container. Mustin
previously was chief engineer of the
company's Washington division.



GORDON S. MUSTIN

BRANCH MOTOR EXPRESS COMPANY has appointed Charles R. Edwards traffic representative for the New York area, it was announced by Norman Rovine, director of sales.



FOUNTAIN STENCIL BRUSHES

Shippers everywhere are marvelling at the smooth, easy action of the new Garvey Model B fountain stencil brush.

The reason for this widespread acclaim is a revolutionary development which has out-moded virtually all other fountain stencil brushes.

The big new feature of the Garvey Model B brush is a positive seated valve, floating packing and large fluid openings, so that when the button is pressed the ink flows easily and without coaxing.

There are no pistons to wear out on aluminum seats in the Garvey Model B brush. There is no danger of leakage at the button which is the inevitable result of packing wear...no necessity to replace the complete valve when a leak develops or to return the brush to the factory for repair, all of which means lost time and effort.

The packing in a Model B brush can be replaced in three seconds . . . and right in your own place of business.

So, if you want to add to the efficiency and economy of shipping room operations, make the new Garvey Model B fountain brush standard shipping room equipment.

Garvey fountain brush & ink company
4379-87 Duncan Avenue
St. Louis 10, Mo.

, for more details check #3 on HELP-O-GRAM card-

OVERSEAS SHIPPING AGENCY, INC., and Steamship Agercies, Inc. have opened offices in Toledo, O., it was announced by Don C. Shefferly, manager.

Packing A Punch

(Continued from Page 10)

promptly, removal of all dunnage blocking, rubbish and debris from freight cars unloaded, ordering of only the number of cars needed, selection of empty cars at loading platforms to best permit their movement toward owner roads, loading of cars as heavily as practical and avoiding the loading of high class cars with contaminating commodities.

These recommendations are worth following by shippers everywhere if the car shortage is to be licked once and for all.

RECENT INCREASES in the number of freight claims can be attributed to some extent to complacercy. So declared Ralph R. Melendy, chairman of the National Freight Claim Council, American Trucking Associations, at a recent meeting of the group in Miami Beach.

To insure that truck operators are doing the best possible job, he said,



...hundreds of thousands of satisfied users in business and industry everywhere. Writes big and bold on anything—in 8 different colors.



See it at your stationery dealer, or write direct to:

CUSHMAN & DENISON MFG. CO.

Dept. 1, 625 Eighth Avenue, New York 18, N. Y.

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on HELP-O-GRAM card.

a claim prevention program must be kept fresh and up to date. "You should never stay satisfied with past prevention programs which were successful; a good program has to be worked on and improved," Mr. Melendy said.

Emphasizing the more than 8% rise in claims for the first six months of 1956 as compared with the entire year of 1955, Mr. Melendy urged Council members to remember: "Claim prevention is one job where you can't rest on your laurels; no matter how well you have your program organized, no matter how smoothly it seems to operate, just let up one day and watch those claims rush in!"

SMALL MANUFACTURERS and distributors will have to mechanize their material handling operations in the future in order to stay in business and compete with the larger companies, it was predicted recently by R. F. Moody, Eastern Division sales manager of Hyster Company.

Pointing out that the decreasing availability of manual labor and the increasing demands for better service at no increase in cost are putting a squeeze on the small businessman. Moody said: "Mechanization is the only way by which the small concern can keep its costs in line and expand its service without investing heavily in new facilities. Expansion without mechanization is uneconomical. Economical operation results only when available facilities are used in the most efficient manner." Moody added that between 20 and 70 percent of the cost of manufacturing a product is "directly chargeable" to handling, and that these costs could be cut substantially through modern handling techniquies and equipment.

THE TRUCKING INDUSTRY has entered 1957 with high expectations of increased gross tomage and greater gross revenues, according to a survey made by Transport Topics, the national weekly newspaper of the motor carrier industry.

Reporting its analysis of the yearend statements of more than 60 of the largest trucking companies, the paper added, however, that the net profit picture "definitely is clouded by the certainty of increased labor costs, higher prices likely to be charged for equipment and supplies of all kinds and, finally, by inescapably higher taxes.

"The result of the tendency of costs to mount faster than revenues," according to Transport Topics, "has been a widespread demand for freight

rate increases. Such demand already is being heard, but it will accentuate." The publication added that motor freight carriers are "adding to, improving and expanding terminals and other facilities and are modernizing and adding to their vehicle fleets" in anticipation of increased demands for service.

Traffic Tower

(Continued from Page 22)

Clubs is scheduled for the weekend of February 22 at the Hotel Statler, Los Angeles.

WORCESTER (MASS.) TRAFFIC ASSOCIATION heard a talk by Walter Cronkite, CBS newscaster, at its 42nd annual dinner on January 14.

CELOTEX CORPORATION has inducted Pete Walsh, general TM, into its 25-year Club. He was awarded a 25-year emblem of service at a recent dinner in Chicago.

LOS ANGELES TRANSPORTA-TION CLUB heard a talk on "Port Security" by Rear Admiral Frank D. Higbee, Port Warden of the L. A.

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Harbor Department, at its December 11 meeting. Charles L. Tilley, president and general manager of Outer Harbor Dock & Wharf, Inc., was chairman for the day.

J. L. Pfeiffer, executive vice president of the operating company for the Newark and New York Union Motor Truck Terminals, discussed labor-management issues and the future of area-wide contract negotions at a meeting on December 4 of the Newark Traffic Club.

FIRST NATIONAL CITY BANK of New York has appointed T. Carl Wedel as a vice-president. Wedel is associated with the Transportation Department of the Special Industries Group, dealing with the carriers.



T. CARL WEDEL

TRAFFIC MANAGERS CONFER-ENCE of Southern California held its annual dinner on December 6. Arthur F. Kelly, president of the air Traffic Conference of America, spoke on "The Motivation of Air Transport."

DELTA NU ALPHA Fraternity has selected Atlantic City, N. J. as the site of its next annual meeting in October, 1957. Rossiter McNeil, president of Trenton, N. J. Chapter #38, has been appointed chairman of the planning committee.

THE MILITARY TRAFFIC MAN-AGEMENT AGENCY, established recently by the Defense Department to handle management responsibility for all stateside commercial freight and passenger transportation for the Armed Forces, is expected to be in full operation by June 30. Dissolution of the separate armed forces freight and traffic offices will be completed by April 1. The agency will deal with all transportation media and will have five regional offices at Pittsburgh, Pa., Atlanta, Ga., Dallas, Tex., St. Louis and San Francisco.



Turn to Mid-States for faster, less expensive production and packaging. Across the nation Mid-States is known for consistent, high product quality and cost cutting know-how. Whatever your packaging requirements may be, it pays to do business with Mid-States—a leader for over a half century.

Stitching Wire

Mid-States stitching wire on fibre throw-away spools gives you frictionless, uniformly smooth flow-off the coil and through the stitching head-to assure high speed, uninterrupted operation.

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Mid-States Bottom Stitcher staples carton bottoms up to 72" wide, 40" deep. Effective on board stock up to a maximum thickness of 3/6". Single foot pressure on saddle plate brings Bottomer Post into position. The famous "Tip-Toe" contact on electric switch starts and stops stapling.
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Straight Arm and Sword Arm types also available.

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Wire tying is your fastest, most economical means of assuring safe, intact shipments of products. Mid-States "T" model is the answer—it's simple, stream lined and fast! Moving handle forward and back ten-

sions, ties, cuts wire in one easy operation. Mid-States supplies the wire to use with each machine.

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NORTH JERSEY TRAFFIC CLUB elected Carl Lamke of the Okonite Company as president for 1957. Others elected were: Frank Beaumont and Kenneth Barker, vice-presidents; Sil Rossi, recording secretary; and Herbert Elston, secretary-treas-

Paul P. Foley has been promoted to assistant general TM of Godfrey L. Cabot, Inc.

Delta Nu Alpha Chapter 39 of Newark heard a talk on the American Merchant Marine at its January 28 meeting. R. C. Colton, vice-president and director of Lykes Brothers Steamship Co., was the speaker. John Sozzio, TM of Theobald Industries, presided.

THE BRONX TRAFFIC CLUB held its annual dinner at the Hotel Delmonico, New York on January 19. George Davis of Johns-Manville was general chairman, and Irving Lapidus of A. S. Beck Shoe Co. was dinner chairman.

Tuning In

AMHS to Hold M-H Exposition In Philadelphia, April 29-May 3

The seventh national Materials Handling Exposition will be held at Convention Hall, Philadelphia, from April 29 through May 3, it was announced recently by Herbert S. Jones, president of the American Materials Handling Society, sponsor of the show.

Concurrently with the show, the AMHS will conduct an extensive conference to discuss new developments in handling methods. The society will also hold its annual banquet and will present its annual honors and awards. More than 100 different types of materials handling equipment will be demonstrated at the show. The show theme will be: "Materials Handling, Key to Automation." More than 180 companies have already reserved space for exhibits and the total is expected to reach 250, according to Clark & Poliak, Inc., exposition management.

California Packaging Club Sets Up Contest With \$250 Prize for U. of C. Students

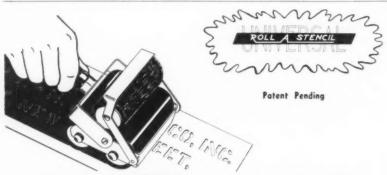
As an inducement to stimulate greater creative thinking in the field of packaging engineering, the California Packaging Club has established a competition with an award of \$250.00 for the best paper produced on the subject of packaging, according to an announcement by Philip Libson of the organization's board of directors.

Libson stated that the competition has been organized in conjunction with the engineering extension division of the University of California and will be established on an annual basis. Participation for this year's award will be limited to students taking a course in packaging under the engineering extension division during the fall term.

Wayne Univ. Materials Management Center Receives \$5,000 Gift

The Materials-Management Center of Wayne State University in Detroit, Mich., has received another \$5,000 contribution from the Evans Products Company, bringing to \$25,000 the amount given the center by the company.

R. S. Evans, vice-president of the company and program chairman of the center's Industrial Advisory Committee, presented the check recently to Dr. Spencer A. Larson, director of the center. The center is a university-industry sponsored project for training management, scientific and technical personnel. Among other fields, courses are given in traffic and transportation, materials handling, packaging and management development.



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Timbers Secure Truck Loads of Steel Flooring for Chicago Building

THE LARGEST SHIPMENT of cellular steel flooring ever trucked into Chicago's Loop during the daytime arrived recently for the new Inland Steel Building. Four truckloads of the flooring were carried in a caravan by Fred Olson Motor Service.



To prevent steel flooring from swaying, timbers were placed across the loads and chained to truck bed along each side.

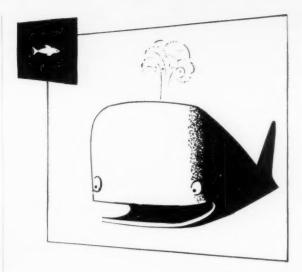
Transport of the unusually large loads—each 50 feet long and almost 12" over normal height—from Milwaukee to Chicago created several problems. A new method of anchoring loaded pallets was engineered to prevent the loads from swaying on the road and still not damage the flooring with binding chains. Timbers were placed across the loads and chained to the truck bed along each side. The problem of height was overcome by measuring the viaduct trestles in advance.

Ford Pool Car Terminal in Detroit Ships 2 Million Lbs. of Parts Daily

MORE THAN 2,000,000 POUNDS of automobile parts can now move daily through the new Ford Detroit pool car terminal, Howard C. Sullivan, Ford Division master scheduling and material control manager, revealed recently.

The terminal, which began operation last June, serves as a giant funnel into which Detroit area plants of Ford and its suppliers pour approximately 200 truckloads of parts each 24 hours. The terminal's employes consolidate these relatively small individual shipments into full rail carloads for delivery in trains to 18 Ford and Mercury assembly plants and a majority of the company's parts depots.

Built by the Wabash Railroad, the 15 acre terminal is leased by the railroad to Ford. Its weatherproof roof stretches 1500 feet along the Wabash tracks to provide sheltered loading space for 104 rail cars and unloading space for 122 trucks simultaneously. A two story office building in the center of the terminal provides approximately 15,000 square feet of space for a staff which checks all shipments in and out, and directs rout-



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ing and loading in the terminal.

Two million pounds of freight would mean a lot of lifting if it were done by men's muscles. But the new terminal is equipped with the latest mechanical material handling devices.

Trucks back into docks which are equipped with hydraulic "levelators" adjustable to the height of each truck bed. Power fork lifts can be driven inside the trucks picking up those loads which arrive on wooden pallets or skids.



Part of Ford's new 15-acre pool car terminal in Detroit is shown at top. Terminal can handle more than two million pounds of automobile parts daily. Weatherproof roof (bottom photo) stretches 1500 feet along Wabash Railroad tracks to provide sheltered loading space for 104 rail cars and unloading space for 122 trucks.

To move freight through the terminal to rail car locations, freight handlers place their loads on carts which are towed automatically up and down the terminal by a conveyor system installed under the floor. Rail cars are spotted four abreast in the siding. Steel bridges then are placed between them so employees may drive fork lifts through them to deposit loads in the cars farthest from the dock.

Shipping documents automatically go to and from the offices through a system of 22 pneumatic tubes. The new terminal replaces two older Ford pool car locations. Combined, they provided capacity for little more than 750,000 pounds of freight daily. "This was well below our requirements," Mr. Sullivan said.

Hospital Takes Wings as Airline Moves 61 Tons of Building Supplies

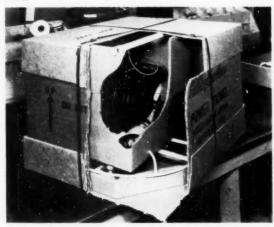
A hospital took wings in Bolivia recently when more than 61 tons of construction materials and prefabricated building sections were flown by Pan American-Grace Airways to San Ignacio, Bolivia, to erect the new U. S. Point Four Public Health Hospital there.

The Panagra air-lift carried materials, ranging from shingles and flooring to door and window frames, a total of 5,785 miles from Lima, Peru, and La Paz, Bolivia, to San Ignacio on 22 separate flights over a four-day period.

Company Trims Costs by 150% By Packing Trowel in 2 Containers

"CREATIVE PACKAGING" has trimmed the costs of materials by 159% and of labor by 150% for the Kelley Machine Division of Wiesner-Rapp Co., Inc., of Buffalo, N. Y.

In packaging the Kelley Bantam Power Trowel, a 70-pound machine developed to produce a variety of cement finishes, the main objective was to protect the stainless steel finishing blades and the engine. The blades, located at the bottom of the unit, had to be suspended clear of the carton to make sure of delivery in perfect condition. Originally, this had been accomplished by cleating the base of the unit to a heavy wooden base.



Two containers are used to package power trowel. Engine and stainless steel finishing blades are packed in inner container. Eight plys of corrugated board are provided at all abrasive parts of the 70-pound unit.

Designers of the new corrugated container for the power trowel eliminated the need for this rather cumbersome setup, with no sacrifice in protection. In their design, the unit is supported by its stationary guard ring on a 1½" thick corrugated tube capable of supporting approximately 1,000 pounds. A 5 16" thick tube is placed over the engine resting on the stationary guard ring from the top, thus "floating" the unit within the outer container. This also provides a cradle for the swivel-type handle. The carton design achieves the maximum in simplicity since only two inner parts are required.

The outer container consists of a double wall 350-lb, test corrugated tube, plus two five-inch self-locking caps. The latter extend five inches



If you regularly address 5 or more cartons per shipment, you can save money and avoid costly errors by addressing multiple shipments as a by-product of office procedure.

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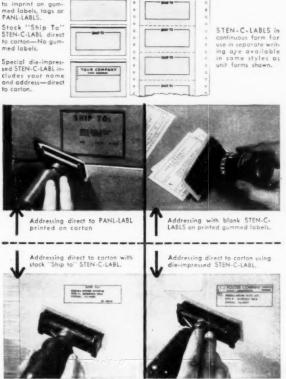
Shipping department makes unlimited impressions with STEN-C-LABL Applicator direct to PANL-LABL on carton or to printed gummed labels or tags. All addressing errors, mis-shipments and repetitive writing are eliminated.

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over the sides of the container, thus providing eight plys of corrugated board at all abrasive parts of the unit. Self-locking eliminates use of stitching equipment and makes provision for convenient carrying. The completely strapped unit can be conveniently lifted by the top cap.

Photo and Data Courtesy Lawless Bros. Container Corporation.

Minimizing Air Space

(Continued from Page 17)

said, "employees are given on-the-job training in various aspects of their jobs and plant operations. They are told how to stack cases on pallets, how to move pallets around, how to remove cartons from the shelves and many other ways to avoid breakage."

"The distribution center was designed and equipped with the very latest material handling aids to assure maximum service to Sylvania customers in this area," Roper stated.

Prior to May, 1954, the company had warehouses in Manhattan, Brooklyn and Long Island. May 5, 1957 will mark the third anniversary of the consolidated operations at Teterboro.

Equipment used in Sylvania Electric Products' regional distribution center includes gummed tape dispensers, Better Packages, Inc.; untered mailing machines, Pitney-Bowes, Inc.; reinforced gummed tape, Janison Tape Corp.; pressure-sensitive tape, Technical Tape Corp.; glue, National Starch Products; steel strapping, Acme Steel Co.; fork lift trucks, Lewis-Shepard Products, Inc., Yale & Towne Mfg. Co.; hand trucks, Lynn & Raymond, Inc.

Loss & Damage Programs

(Continued from Page 18)

and Development Laboratory.

Mention was made of the yardsticks by which the operating officer measures the efficiency of particular operations such as yard, rail and station. Practically every subject which will be reviewed and reported by chairmen of the various committees comes under the jurisdiction of the operating officer on his individual railroad. All are a part of satisfactory service and all are of equal importance.

Car supply, loss and damage to freight, condition of cars and LCL service are our most pressing problems at the moment.

The details of car requirements, car shortages and programs will be presented later in the program. However, it should be mentioned at this time that in 1954 we had an average daily surplus of 90,000 freight cars.

Orders in 1955 of 157,000 cars was a near record for cars ordered and certainly was a record for outlay of capital expenditure. Delivery of new cars as well as repair to bad order cars was affected by the 35-day steel strike in July and

August.

The Clean Car Program as now organized is in its second year. Tests are now being conducted in each Board area and from information I have received from various sources there are strong indications that the plan of procedure under the new Clean Car Program is gaining in popularity and being received most enthusiastically, not only at the points selected for checks and rechecks, but other locations as well.

It is indeed encouraging to note that some industrial representatives who are not affiliated with the Advisory Boards have taken voluntary action in organizing separate programs under the guidance of Advisory Board officers, Car Efficiency Committees, and individual railroads and District Managers of the Car Service Division and enlisting the services of transportation committees of their local Chambers of Commerce.

To me, this is a rather clear indiration that the current National Clean Car Program has considerable merit and is being received with favor on a wide scale. Some individual railroads are giving this program wide publicity through issuance of letters to local forces, publishing articles in monthly employee magazines and, in some cases, even circularizing their patrons, soliciting their support in this important program.

LCL Service

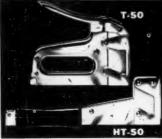
Another subject of importance, both to shippers and the railroads, is that of LCL service. This will be dealt with in detail but in a review of railroad operations is deserving of more than mere mention. The study of LCL service was made on a national basis through the medium of questionnaire and observation. Recommendations as to how service could be improved were distributed to Chief Operating Officers of Member Roads.

Many individual railroads took steps to improve service to LCL freight. Merchandise trains were inaugurated, car schedules revised and new schedules added, improvements made to freight handling facilities and mechanized equipment purchased and put in use where feasible. However, in many localities and areas the solution can be found only at the local level and we feel that committee handling in Board territory will provide a more satisfactory and expeditious method of dealing with service deficiencies.

It has been our pleasure to deal with many of the officers of the National Association in the past year. These meetings have been productive and instructive.

The Regional Shippers Advisory Boards, since they were organized over 30 years ago, have consistently maintained a splendid record of achievements based on the broad principle of shipperSave time and money with

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carrier cooperation through open and frank discussion of mutual car supply and transportation problems in round table conference style.

They have contributed materially in assisting the rail carriers in their efforts to constantly improve the efficiency of their plant and provide better service to their patrons. That same splendid cooperation continues to exist today.

Port Improvements

(Continued from Page 14)

future of the roll-on, roll-off container ship is "extremely bright."

Other speakers in the symposium were: William L. Rich, Standard Terminals, Inc.; Maj. Gen. Paul F. Yount, Chief of Army Transportation; George Wassmer, Navy Research and Development Division; John R. Immer, Work Saving International; Benjamin T. Brooks, Insurance Company of America; and Charles L. Sauerbier, secretary of the U. S. Committee.

Presiding over the various sessions were: James P. McAllister, president McAllister Brothers, Inc.; Alexander P. Chopin, chairman, New York Shipping Association; Rear Adm. Edward C. Holden, president, U. S. P. & I. Co.; and William F. Giesen, general manager, Maritime Association of the Port of New York.

The final day of the symposium was devoted to field and inspection trips to Container Laboratories, Inc., the Port Authority piers at Hoboken and the Daily News Newsprint Terminal in Brooklyn.

Temporary Help Service

(Continued from Page 15)

their own work. Today, this firm calls on the temporary help firm to handle all of its periodic overload problems. This eliminates the necessity of pirating high priced labor from other departments or of maintaining a full time staff large



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enough to cope with peak load periods.

The Sears, Roebuck and Company warehouse in Milwaukee finds that using the services for two or three months during their busiest season in the spring bridges the gap efficiently. Personnel is kept to a minimum for a smooth day-to-day operation. Another example is in the emergency field. When Wanamaker's closed its lower Manhattan store and moved to suburban New York. skilled help was on hand in both Philadelphia and New York to help. The New York Manpower office supplied 75 men who moved and set up over five million dollars worth of merchandise. In Philadelphia, the service firm prepared, assembled and loaded merchandise for shipment to the new store. A Wanamaker executive cited the temporary service firm's help as a large factor in opening the store on schedule.

The temporary service firm's employees are not paid by the firm using the services. They are paid by Manpower and the customer receives only a weekly billing for the number of hours actually worked. Manpower is responsible for payments, tax and insurance deductions, record keeping and fringe benefits. These fringe benefits alone average 39.2¢ an hour, according to a United States Chamber of Commerce survey in 1955. Also saved is the cost of advertising, interviewing and processing applicants for work. Further savings to firms are in overtime, holiday and vacation pay, pension payments, insurance costs, Social Security tax, unemployment insurance fund payments, and the preparation and issuance of checks.

Part time help is rented, not hired out. Such renting by shipping and packing departments when the need for extra help is pressing is a fresh approach to an old problem.

Sturdy Battery Pack

(Continued from Page 20)

one larger model. The company produces an additional 400 types of batteries for the government—models shipped under individual government specifications, some in corrugated and some in wood.

The corrugated boxes are of double wall, A and B Flute, 350-pound test construction. In many instances the batteries are protected additionally by two wraps of double wall before the box is slipped on. This provides six layers of protection. The box is usually of five-sided or half-slotted design. The company uses 4000 to 5000 corrugated containers per week, shipping at an annual rate of about 40-50 million pounds of freight. After charging has been completed, the batteries are moved into position on packaging conveyors. Then each of two men with a sheet of corrugated board, enfolds the battery and a third slips on the five-sided box. It is rolled



SAVING 500 MAN HOURS IN SEALING FALSTAFF CARTONS

Gene Hardy, Supt. of Advertising Warehousing for FALSTAFF BREWERIES is happy with the MARSH Electric DIAL-TAPERS used for sealing their cartons. He sums up the results: 500 man hours saved a year; a large saving in gummed tape: a stronger sealed package and safe arrival of the package at destination.

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Mid-States Gummed Paper Co	39
Mid-States Steel & Wire Co	37
Pitney-Bowes, Inc.	7
Rathborne, Hair & Ridgway Box Co	30
Rexford Paper Co	44
St. Regis Paper Co	6
Slick Airways, Inc.	28
Sten-C-Labl, Inc.	41
Titan Pallet Co., Inc.	
Triner Scales & Mfg. Co	45
United Air Lines, Cargo Sales Division Universal Fountain Brush Co	
Wirehound Box Manufacturers Assn	

CLASSIFIED ADVERTISING

Under this heading classified advertisements are accepted at the uniform rate of 25 cents a word, but no advertisement taken for less than 20 words with a minimum charge of \$5.00 Address all communications to Classified Department, SHIP-PING MANAGEMENT, 425 Fourth Avenue, New York 16 N. Y.

FOR SALE

FOR SALE: USED Stencil Cutters, Marsh etc., Pitney-Bowes Postal Meter, Stitchers, Strapping tools, Reasonable. Flash 169 Murray St., Newark, N. J.

SITUATION WANTED

ADVERTISING SALES PROMOTION Manager. Currently managing coast-to-coast adv., sales promotion, publicity, merchandising campaign for national office, shipping equipment manufacturer. Knowledge of paper, stationery, shipping supplies and equipment, and hardware field. With present affiliation: sales up 35% with no increase in sales force. Box 461, SHIPPING MANAGEMENT, 425 Fourth Avenue, New York 2-57

beneath a strapping mechanism, is steel strapped to its pallet and is then ready for shipment. With some models, the base of the battery is cleated to the pallet before the corrugated wraparounds and the box are put on.

In the company's experience with corrugated, thousands of shipments have been delivered without damage. Two minor incidents were reported where carelessness, not corrugated, was at fault. This record involves shipments of 1100 batteries, each weighing between 1000 and 1200 pounds, and some 1200 models, each weighing about 600 pounds.

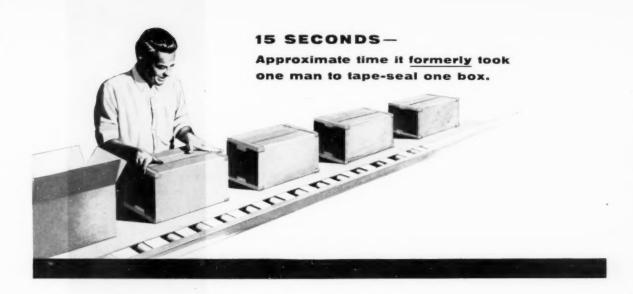
Exide's interest in corrugated began two years ago when Haas was authorized to re-examine Exide's entire shipping container picture with a view to exploiting the potential benefits of corrugated in protection, attractiveness and savings.

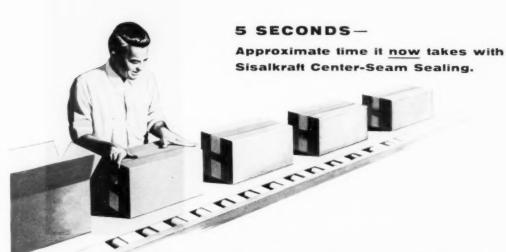
"We began with the wood pallet," Haas recalls, "and made it the key of our packaging operations. Then we designed our corrugated packaging to fit our palletizing. The pallets are important because so many of our heavy batteries move in less than carload or less than truckload shipments. We wanted to make them easy to shift at transfer points. At the same time we wanted better protection. Corrugated has done more for us than we ever expected. Damage claims are minor."

3-Way Communications Center

(Continued from Page 21)

at the International Airport's Air Cargo Center enable the AEI to speed up freight interchange between domestic and international carriers and make possible for the first time on-the-spot customs clearance.

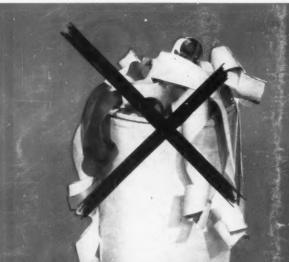




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